

[All the News](#)[Executive Speeches
and Profiles](#)[Media Contacts](#)[Media Kit](#)[Main News Page](#)[Bell Atlantic Homepage](#)

Bell Atlantic Steps Up Deployment Of High-Speed, Broadband Data Network

Company Selects Suppliers To Enhance the Most Competitive State-of-the-Art System in the Region

March 30, 1998

Media contact: Ells Edwards, 302-576-5340
Shannon Fioravanti, 703-974-5455

NEW YORK - Businesses looking for the most futuristic, reliable and efficient network for increasingly intensive data applications need look no further than Bell Atlantic.

The corporation today announced its response to the explosion in demand for an anytime, anywhere system with a five year, \$1.5 billion construction investment accelerating its next generation broadband data network. The system will empower customers to maximize as never before the entire range of on-line applications and many more data-intensive tasks ranging from data storage to video conferencing to the Internet.

"We are dedicating even more resources to the new applications that our customers want because we're committed to offering top quality service and products," said Lawrence T. Babbio, president and CEO, Network Group and chairman, Global Wireless Group, Bell Atlantic. "Customers must have the highest-speed, highest bandwidth connections available, delivered on state-of-the-art technology."

Five companies - CIENA Corp., DSC Communications Corporation, Fujitsu Network Communications, Inc., Lucent Technologies and Tellabs, Inc. - have been selected to supply advanced telecommunications transmission technology to meet the needs of high-bandwidth customers.

"Our aggressive investment in this powerful, leading-edge technology will differentiate us from the competition, attract new customers and convince those who've tried the competition that we're the best choice," Babbio said. "This strategy underscores our unswerving commitment to provide unmatched speed, reliability and flexibility in the data marketplace."

Babbio said there is immense strength in the combined purchasing power of the new Bell Atlantic. As a result, customers will benefit from the savings achieved in the five-year supplier agreements.

"We expect these agreements to take us more than halfway to our annual synergy savings target of \$300 million as the result of the merger," Babbio said.

Bell Atlantic issued a request for proposal (RFP) for network transport equipment last year. Under the vendor agreements based on this RFP, Bell Atlantic will purchase:

- SONET optical loop extensions that deliver high speed signals directly to customers' premises from the backbone network.

- OC-3, OC-12, OC-48 and OC-192 SONET transmission systems that collect voice and data signals from telephone offices and convert them to higher speed signals for transmission on the network. For example, OC-192 technology enables transmission of more than 100,000 simultaneous conversations over a single fiber pair. This technology will expand the already impressive array of network transmission products available today on Bell Atlantic's state-of-the-art network.
- Digital cross connects, which act as a kind of switch for high capacity systems, efficiently routing voice and data traffic through many types of network equipment.
- Dense wavelength division multiplexers, a leading-edge technology that combines multiple paths of light carrying voice and data into a single fiber optic path. The system makes possible tremendous efficiencies and cost savings by allowing much higher volumes of voice and data traffic to move over fewer fiber pairs. Bell Atlantic is one of the first local exchange carriers to integrate this innovative approach in its advanced network.
- Element management systems, a combination of hardware and software that maps proper paths for data and voice signals, monitors network performance and provides warnings of potential network problems.

Under the agreements, Fujitsu will provide SONET optical loop extensions and add-drop multiplexers. DSC and Tellabs will supply digital cross connect systems. CIENA Corp. was chosen to supply dense wavelength division multiplexing equipment. Bell Atlantic has selected Lucent Technologies to provide SONET optical loop extensions, add-drop multiplexers and dense wavelength division multiplexers.

Bell Atlantic - formed through the merger of Bell Atlantic and NYNEX - is at the forefront of the new communications and information industry. With 40.5 million telephone access lines and six million wireless customers worldwide, Bell Atlantic companies are premier providers of advanced wireline voice and data services, market leaders in wireless services and the world's largest publishers of directory information. Bell Atlantic companies are also among the world's largest investors in high-growth global communications markets, with operations and investments in 21 countries.

Copyright © 1998 Bell Atlantic Corporation

CERTIFICATE OF SERVICE

I hereby certify that on this 6th day of April, 1998, that a copy of the foregoing
"Comments of XCOM Technologies, Inc." to be sent by messenger (*) or by first-class, postage
prepaid, U.S. Mail, to the following:

A handwritten signature in cursive script, reading "Shawn Riley", is written over a horizontal line.

*A. Richard Metzger, Jr.
Chief
Common Carrier Bureau
Federal Communications Commission
Room 500
1919 M Street, N.W.
Washington, D.C. 20554

*John Nakahata
Chief of Staff
Office of Chairman Kennard
Federal Communications Commission
Room 814
1919 M Street, N.W.
Washington, D.C. 20554

*Tom Power
Legal Advisor
Office of Chairman Kennard
Federal Communications Commission
Room 814
1919 M Street, N.W.
Washington, D.C. 20554

*James Casserly
Senior Legal Advisor
Office of Commissioner Ness
Federal Communications Commission
Room 832
1919 M Street, N.W.
Washington, D.C. 20554

*Paul Gallant
Legal Advisor
Office of Commissioner Tristani
Federal Communications Commission
Room 826
1919 M Street, N.W.
Washington, D.C. 20554

*Kevin Martin
Legal Advisor
Office of Commissioner Furchtgott-Roth
Federal Communications Commission
Room 802
1919 M Street, N.W.
Washington, D.C. 20554

*Kyle Dixon
Legal Advisor
Office of Commissioner Powell
Federal Communications Commission
Room 844
1919 M Street, N.W.
Washington, D.C. 20554

*Richard Welch
Deputy Bureau Chief
Common Carrier Bureau
Federal Communications Commission
Room 544
1919 M Street, N.W.
Washington, D.C. 20554

*Linda Kinney
Attorney
Policy and Program Planning Division
Common Carrier Bureau
Federal Communications Commission
Room 500
1919 M Street, N.W.
Washington, D.C. 20554

*Jason Oxman
Common Carrier Bureau
Federal Communications Commission
Room 544
1919 M Street, N.W.
Washington, D.C. 20554

*Janice Myles
Common Carrier Bureau
Federal Communications Commission
Room 544
1919 M Street, N.W.
Washington, D.C. 20554

*ITS, Inc.
1231 20th Street, N.W.
Washington, D.C. 20037

John T. Lenahan
Christopher Heimann
Frank Michael Panek
Gary Phillips
Attorneys for Ameritech
Room 4H84
2000 West Ameritech Center Drive
Hoffman Estates, IL 60196-1025

John Thorne
Robert Griffen
Bell Atlantic
1320 North Court House Road
8th Floor
Arlington, VA 22201

William T. Lake
John H. Harwood II
Jonathan J. Frankel
Wilmer, Cutler & Pickering
2445 M Street, N.W.
Washington, D.C. 20037

Robert B. McKenna
Jeffrey A. Brueggeman
US WEST, INC.
1020 19th Street, N.W.
Washington, D.C. 20036